

United States Department of Agriculture Foreign Agricultural Service

Global Agricultural Information Network GAIN REPORT

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## Guatemala

# Food and Agricultural Import Regulations and Standards Report

# **FAIRS Annual Country Report**

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#### **Report Highlights:**

All links have been updated in all sections of the report. Section I has been updated to include the new updated rule for milk and dairy specifications, and the new updated rule for microbiological criteria. Other sections have been updated to provide additional clarifications, including Section V on labeling, which provides examples of a front label and nutritional table in compliance with the Central American technical rule. Contacts in Appendix I for government regulatory agencies in Guatemala have also been updated.

## Table of Contents

Section I. General Food Laws	4
Section II. Food Additive Regulations	6
Section III. Pesticide and Other Contaminants	7
Section IV. Packaging and Container Requirements	7
Section V. Labeling Requirements	7
Other Specific Labeling requirement(s)	9
Section VI. Other Specific Standards	0
Vitamin-Enrichment Requirements	
Section VII. Facility and Product Registration Requirements	0
Section VIII. Other Certification and Testing Requirements	1
Section IX. Import Procedures	1
Section X. Copyright and/or Trademark Laws	
Appendix I. Government Regulatory Agency Contacts	

This report was prepared by the Office of Agricultural Affairs (OAA) of the USDA/Foreign Agricultural Service in Guatemala City, Guatemala for U.S. exporters of food and agricultural products. While every possible care has been taken in preparation of this report, information provided may no longer be complete or precise as some import requirements are subject to frequent changes. It is highly recommended that U.S. exporters ensure that all necessary custom clearance requirements have been verified with local authorities through your foreign importer before the sales conditions are finalized. FINAL IMPORT APPROVAL OF ANY PRODUCT IS SUBJECT TO RULES AND REGULATIONS AS INTERPRETED BY BORDER OFFICIALS AT THE TIME OF PRODUCT ENTRY.

#### **Section I. General Food Laws:**

Guatemalan food laws comprise a series of government and ministerial decrees that establish frameworks and regulations to protect human, animal, and plant health. In general, fresh, refrigerated, or unprocessed frozen food products are under the authority of the Ministry of Agriculture (MAGA). Processed food products are under the authority of the Ministry of Public Health and Social Assistance (MSPAS), with the exception of pet food and treats, which fall under MAGA. There are some food products that fall under the authority of both ministries (seeds used as ingredients, flours, and animal-origin processed food).

MSPAS's Division of Registration and Control of Medicines and Foods (Food Control) is the main authority for processed food products legally imported or manufactured in Guatemala. Food Control, under the authority of Ministerial Decree <u>969-99</u> is responsible for upholding food product norms set by the Ministry of Economy's National Quality System. Under the National Quality System, the Commission of Standards (<u>COGUANOR</u>) is responsible for proposing standards for the food and industrial sectors. Prior to 2005 proposed standards were mandatory, and afterwards proposed standards became voluntary. Voluntary standards become mandatory if MAGA or MSPAS adopts them into regulations.

Standards for both local and imported products are the same, except for products sold in public markets and other food serving locations that just require a sanitary license of operation. U.S. exporters do not need to register their facilities with Guatemalan authorities. Any local producer, processor, packer, or distributor must operate under a sanitary license issued by Food Control. Foreign exporters necessarily need to contact an importer to be able to register their products. Importers and imported products must be registered (with an active sanitary license of operation). Sanitary licenses of operation and registration on a product-by-product basis are valid for five years; renewal of both licenses and products must be presented with physical documentation because there are no electronic systems in place. During the beginning of 2019, an online registration process will be available for those domestic companies that already have a sanitary license. Product registration is granted to any company interested in importing. Different registration numbers will be issued for each independent importer for the same product, unless there is an exclusive contract with the brand representative in Guatemala.

As a result of Central American harmonization efforts, the Central American Secretariat of Economic Integration (<u>SIECA</u>) was established. SIECA is the technical and administrative unit that guides and coordinates the economic integration agenda, in which technical regulations are analyzed and resolved. <u>Central American Technical Regulations</u>, (RTCA in Spanish) have been issued and published for processed food products, and include:

- General labeling, <u>RTCA 67.01.07:10</u>
- Nutritional labeling, <u>RTCA 67.01.60:10</u>
- Additives, <u>RTCA 67.04.54:10</u>
- Sanitary licenses and Product registration, <u>RTCA 67.01.31:07</u>
- Liquor labeling, <u>RTCA 67.01.05:11</u>
- Microbiological criteria, <u>RTCA 67.04.50:17</u>
- Fruit nectars, <u>RTCA 67.04.48:08</u>
- Dairy and Cheeses, <u>RTCA 67.04.73:17</u>
- Oils and fats, <u>RTCA 67.04.40:07</u>

The RTCAs apply to all Central American countries, though the extent of the implementation and interpretation may vary from country to country.

The Vice Ministry of Agricultural Norms and Regulations (<u>VISAR</u>) of MAGA is the authority that issues import permit for all fresh food products and feed (in addition to some processed ones: flours, seeds used as ingredients, and processed animal food products), and agricultural inputs. VISAR <u>Import</u> <u>Requirements</u> must be met by Guatemalan importers. RTCAs also apply for some of VISAR's regulations, such as good manufacturing practices for animal feed, <u>RTCA 65.05.63:11</u>.

VISAR has five units responsible for issuing import permits: Plant Health, Animal Health, Food Safety, Genetic Resources, and Fisheries and Aquaculture.

Government Decree 36-98 is the law governing plant and animal health. The Plant Health unit is responsible for verifying that the agricultural product complies with the country's phytosanitary requirements. Please confirm that the attestations in the sanitary and phytosanitary certificates comply with GOG requirements. If the certificate cannot attest for required pests, it could be considered invalid and the shipment will not receive an import permit or its entry could be denied. Phytosanitary import requirements are subject to a risk analysis process that must be approved by consensus between Guatemala and Honduras. This process is presently taking more than six months for those products that do not have an import record in either country.

Government Decree 90-97 rules food safety in Guatemala. The Food Safety unit of MAGA is responsible for verifying that all food products comply with food safety norms and regulations, according to Ministerial Decree 969-99. Government Decree 72-2003 establishes regulations for the production, transportation, importation, and exportation of non-processed food products. The law does not provide microbiological criteria, but the Food Safety unit abides by Codex or FDA food safety standards.

Under CAFTA-DR the U.S. beef, pork, and poultry inspection system was recognized as equivalent by MAGA. The FSIS certificate of wholesomeness (FSIS 9060-5) is accepted by the Government of Guatemala (GOG) as either a Certificate of Free Sale or Sanitary Certificate, according to the specific case of a meat processed product or fresh meat product. For meat products, processed or non-processed, MAGA will always issue the import permit and will require the FSIS 9060-5 form. MAGA allows imports of other meat and products under FSIS authority in addition to beef, pork, and poultry.

MAGA accepts the Official Export Inspection Certificate from the Federal Grain Inspection Service (FGIS) as valid for food safety purposes of grains and products under FGIS mandate. For flours, aflatoxin and ochratoxin, analysis have been required since 1999, but enforcement of this requirement just started in 2016. The analysis can be provided by FGIS or any private laboratory. If the shipment does not come with the laboratory analysis, MAGA will hold the shipment while a sample is analyzed for aflatoxins and ochratoxins; this creates unnecessary delays.

In order to receive an import permit from GOG, all imported foods of animal or vegetable origin, processed or non-processed, must comply with the following requirements: a) Certificate of Origin for Sanitary Purposes:

i. Plant health certificate (phytosanitary certificate) issued by APHIS if it is a plant product

(including wood – green or treated);

- ii. Sanitary certificate issued by APHIS for live animals;
- iii.Sanitary certificate issued by FSIS, if it is meat product, either fresh or processed;
- iv. Sanitary Export Certificate issued by the AMS for dairy products;
- v. Export Certification for seafood (NOAA-Department of Commerce)

b) Certificate of Free Sale if it is a processed food product that will be registered, including pet food; GOG accepts federal or state-issued certificates for processed food, including FSIS and AMS certificates. For States that are no longer issuing certificates of free sale, Chamber of Commerce or Chamber of Agriculture's Certificate of Free Sales are accepted, but there is a preference for FDA certificates. FDA is issuing two types of export certificates for food: a) Export Certificate for Foreign Country and b) Certificate of Exportability. The Export Certificate for Foreign Country certifies that the products were manufactured in a processing facility under the FDA inspection and are marketed in and legally exported from the United States. The Certificate of Exportability is issued for products manufactured outside of the United States, not intended for the U.S. domestic market but for foreign markets.

#### c) Commercial invoice

- a. Bill of lading
- a. Certificate of origin for customs and tariff purposes: CAFTA-DR certificate of origin fulfills customs requirements so that preferential tariffs can be applied.
- a. Re-Export Certificate if the product is re-exported from the country, but please note that it still requires the original sanitary or phytosanitary certificate.

The <u>CAFTA-DR</u> <u>Certificate of Origin</u> must accompany the shipment in order to benefit from its preferences. Both the Ministry of Economy (MINECO) and the Superintendence of Tax Administration (SAT) are responsible for the administration and implementation of the free trade agreement.

Under <u>CAFTA-DR</u> the Certificate of Origin can be provided by the exporter or importer. The certificate can be rectified once if mistakes show in any of the mandatory fields, including the Harmonized System (HS) classification. Exporters should include the right HS code up to six digits so their partnering importers get access to the preferential tariffs.

#### Section II. Food Additive Regulations:

Under the Central America Customs Union, <u>RTCA 67.04.54:10</u> regulates additives. This rule provides a positive additive list, which specifies tolerances of approved additives per food category and intended use.

The rule provides descriptions of the food products and common manufacturing considerations. Tolerances for additives are presented in a table format. All flavorings approved by the Joint FAO/WHO Expert Committee on Food Additives (JECFA) from Codex Alimentarius are automatically approved for the Central American region, including elimination of additives. Additives approved by the Food and Drug Administration (FDA) or other regulatory agencies require a lengthy approval process and may delay registration of new products or renewal of registrations prior to the last update in 2017. Please review <u>approved additives</u> and request that your Central American importer submit a petition for approval of additives not included in the annex list.

#### Section III. Pesticide and Other Contaminants:

The plant and animal health units of VISAR regulate pesticides and veterinary drugs. There are no Guatemalan standards for tolerance levels of pesticides in food products. The Government of Guatemala uses the tolerance-level standards developed by Codex Alimentarius. Plant health maintains a list of pesticides that are not permitted in Guatemala. This list is based on standards set by the Environmental Protection Agency (EPA), Codex Alimentarius and the Food and Agriculture Organization (FAO), among others.

The <u>RTCA 67.04.50:17</u> contains rules for maximum residue limits of microbiological contaminants in both non-processed and processed food products. The rule is first enforced during registration of animal origin processed food products and later through the surveillance program of the Food Control Unit.

#### Section IV. Packaging and Container Requirements:

There are no special requirements for packaging or container size. Bulk-packed food products do not require labeling, unless they are to be sold at the retail level as individual units. Shelf-life requirements specify that the "use-by" date be printed on the package. There have been problems with distributors importing goods with the "use-by" date removed or already expired. The law regarding the "use-by" date is: expiration date or best "use-by" date.

U.S. exporters are strongly encouraged not to ship product that will reach its expiration date soon. This situation has led to poor relationships for more than one U.S. company. In addition, there have been situations where products came stamped with the manufactured date, and entry was rejected as the customs agent assumed that the product had expired. If stamping a manufactured date is already part of a company's procedure, it is best to also add an expiration date to avoid problems.

The expiration date must be declared, at least, with date and month for products with less than three months of shelf life and month and year for products with more than three months of shelf life. Dates are to be expressed numerically, except for the month which can be also expressed with letters.

#### Section V. Labeling Requirements:

Labeling of processed food products is required for both domestic and imported food products. The Central American Technical Rule <u>RTCA 67.01.07:10</u> regulates general labeling.

The rule allows for complimentary labels in Spanish, which can be stick-on labels. Complimentary labels must provide the following information written in Spanish:

- Product definition/description (including health declarations)
- Name of the product (this should be the official name as noted on the U.S. Certificate of Free Sale)
- Physical characteristics, including ingredients (this has to be a qualitative composition, which

was indicated in the back of the registration form). If this information is in English, please translate literally.

- Net weight/volume
- List of ingredients (including allergens) and additives
- Name, address and telephone number of the Guatemalan distributor
- Food Control registration number (D.G.S.S.-D.R.C.A. \_\_\_\_\_-Sanitary license obtained at a Center of Sanitation); the original license has to be presented. Approximate cost for each product: Q. 1,650.00 (Q=quetzal, the national currency).
- Country of origin
- Lot production identification
- Expiration date
- If applicable "Keep Frozen" or "Form of Preparation"

Below is an example of a Spanish label in compliance with the Central American technical rule on general labeling:







The Central American Technical Rule RTCA <u>RTCA 67.01.60:10</u> regulates nutritional labeling which is mostly in accordance with FDA regulations, with some exceptions (content percentage for additives and other secondary ingredients). This rule also provides guidelines for health claims.

If the U.S. processed food product has a Spanish label and/or a bilingual English-Spanish label and it includes the Nutritional Facts table, please, be sure to provide the energy specifications in kilo joules (KJ), for both Total Energy and Energy from fat; calories may be expressed in parenthesis.

Below is an example of a nutritional table that also complies with the Spanish labels approved by the Central American regulation.

Informac Tamaño por porcio Porciones por env	ón 1 Cucł			
Cantidad por porción				
Energía (Calorías): 419 kJ (100 Cal) Energía de grasa (Calorías de Grasa): 105 kJ (25 Cal)				
		% Valor Diario	o*	
Grasa Total 2,5	g	4	%	
Grasa Saturada	1,5 g	8	%	
Grasa Trans 0 g				
Colesterol 5 mg			%	
Sodio 35 mg			%	
Carbohidrato Total 17 g			%	
Fibra Dietaria 0 g	J	0	%	
Azúcares 15 g				
Proteína 2 g		4	%	
Vitamina A 0%	•	Vitamina C 0%		
Calcio 6%	٠	Hierro 0%		
* Los porcentajes de Valores Diarios están basados en una dieta de 2000 calorías. Sus Valores Diarios pueden ser mayores o menores dependiendo de sus necesidades calóricas.				

Figure 2 Example of nutritional label in compliance with RTCA 67.01.60:10

Source: FAS, 2019

#### **Other Specific Labeling requirement(s)**

Central America has ruled on the use of the word "milk" through <u>RTCA 67.04.65:12</u>. This RTCA prohibits the use of the word "milk" on products that are not dairy products; with the exception of coconut milk. Other products with labels such as "soy milk", "almond milk", etc., have been prohibited for commercialization in Guatemala. U.S. exporters must label such products as "drinks" or "beverages". Stickers are permitted to cover up the word in English. Pasteurization has also been ruled and Ultra-Hight Temperature- <u>UHT</u>- term for flavored milk.

Beer, wine, and other liquors require specific labels per <u>RTCA 67.01.05:11</u>.

The specifications and labeling for oil and fats are ruled by <u>RTCA 67.04.40:07</u>.

Fruit nectars and their labeling are ruled by <u>RTCA 67.04.48:08</u>.

Cheeses are ruled under <u>RTCA 67.04.73:17</u>.

Pet Food is ruled by <u>RTCA 65.05.52:11</u>. Under this rule, pet food must be registered with the Ministry of Agriculture. Presently, there is only one legal representative for the registry, which issues approval letters for other importers to bring the product into Guatemala.

#### Section VI. Other Specific Standards:

Products labeled as "diet supplements", "homeopathic", "and prophylactic" or "phyto-therapeutic" must be registered as medicines. All products that apply for registration must be tested by the Health National Laboratory (LNS), which is the Ministry of Health's only laboratory. Product samples must be provided at time of registration.

<u>RTCA 67.01.15:07</u> rules fortified wheat flour, providing specifications and approved additives for wheat flour.

RTCA 67.01.32:06 rules import requirements for tasting and exhibition purposes.

MAGA has no samples regulation; all non-processed or animal-derived product must be accompanied by the official export documents, even if the samples are for registration purposes or for tasting and exhibition.

## **Vitamin-Enrichment Requirements**

Fortification in Central America is ruled by the Central American Institute for Nutrition (INCAP) and enforced by the Ministries of Health of the region. INCAP is the only approved institute to evaluate and provide recommendations for fortifying food, including approved formulas and processes. Legislative Decree 44-92 provides the general framework for food enrichment in Guatemala. At present there are three regulations that establish mandatory fortifications:

- Presidential Decree 021-2000 establishes fortification of sugar with vitamin A
- Presidential Decree 715-2003 is the rule that mandates for fortification of salt with iodine and fluoride
- RTCA 324-2007 establishes Central American regional fortification of wheat flour

Although the fortification of salt with fluoride is mandatory as of 2004, the rule had not been enforced until October 1, 2017.

#### Section VII. Facility and Product Registration Requirements:

The Government of Guatemala recognizes poultry and red meat equivalence with the United States since CAFTA-DR implementation in 2006. All federally inspected poultry and red meats

slaughterhouses and processing facilities are eligible to export to Guatemala. Guatemala also opened the market for U.S. fisheries and products under NOAA's certifying authority. NOAA will issue an export certificate for FDA registered establishments (processing facilities or warehouses) or NOAA approved establishments. Guatemalan government authorities do not require pre-inspection or inspection in origin for any food to be exported from the United States.

# Section VIII. Other Certification and Testing Requirements:

The Food Safety Unit of the Ministry of Agriculture requires that all non-processed food products of either plant or animal origin obtain an import certificate, as provided in Government Decrees 34-84 and 479-84. This requirement only applies for domestic facilities or warehouses that import food products, which are under official inspection.

Prior to the first importation, Ministry of Agriculture officials will inspect the warehouse where the imported product is to be stored at the importer's expense.

The requirements to obtain a sanitary import certificate from the Food Safety unit of MAGA are as follows (this is done by the Guatemalan importer):

- Completion of an application for a Sanitary Import Certificate, one application per product
- Copy of the Articles of Incorporation
- Certification of Registration of Incorporation
- Appointment of legal representative
- Copy of Commercial License
- Sales tax collection permit
- Import and Export License from the Bank of Guatemala

Appointment of a veterinarian as "Regente" and a note from this veterinarian accepting the position. This is a veterinarian who is on private contract to oversee food safety for this firm. The closest professional in the U.S. would be a Resident Veterinarian Inspector. The veterinarian will be required to sign all import requests and is legally liable for any illnesses that are caused by these products.

• Determination that the place of origin of product meets sanitary conditions by making an official visit (animal and fish products).

Once at port, the Regional Quarantine Inspection Organization (OIRSA) is responsible for the inspection of quarantine pests. If the shipment is found with insects that require quarantine actions, even if those insects are found in the pallets or floor of the container, the product will go through mandatory fumigation. Clearance after fumigation can take 3-5 extra days at port, negatively impacting business. Proper disinfection of transportation vehicles (containers) will reduce fumigation actions at Guatemalan ports.

## Section IX. Import Procedures:

(All under the responsibility of the Guatemalan importer)



#### Guatemala's Import Procedures

Source: FAS/Guatemala, 2017

1. The procedure will start at the "ventanilla unica" ("single window") of the Ministry of Agriculture. The documents required are: phytosanitary-sanitary certificate or corresponding export certificate, commercial invoice, bill of lading, certificate of free sale, packing list, and certificate of origin (applied for re-export products). These may be copies, but in order to clear customs, the originals will be needed. An application form with the above mentioned forms must be submitted along with a fee of Q240, about US\$ 32, in order to receive an import permit. It is best to drop off applications before 10:00 am; if the shipment is perishable, the license will be ready for pick-up after 2:00 pm. For all regular shipments the license will be issued within 24 hours. This time frame usually holds if there are no problems with the documentation.

2. For processed foods and all products of animal origin, the "ventanilla unica" will require that the application be signed and stamped by Food Control. This is done to verify that the product has a sanitary registration number. If it is a sample to be registered, Food Control will also require a Free Sale Certificate in order to process the request. These certificates are generally issued by state health or agricultural departments, and certify for wholesomeness. Under the new U.S. Food Safety

Modernization Act (FSMA), FDA is also issuing these types of certificates. The application and certificates are received in the offices of Food Control (5a. Avenida 13-27, Zona 9, Guatemala City), and issued in the Food Control unit office (zone 15); office hours from 07:30 a.m. to 3:00 p.m. from Monday to Friday.

3. Food Control and the "single window" from MAGA will authorize the import permit. At the same time, Customs Authority (SAT) will analyze the Declaration of Import Goods electronically submitted by the importer, and will define the risk category of the product, for customs purposes (importer's history, valuation, origin and applicable taxes, etc.). It is important that all quantities in all of the documents match. If not, clearing customs will be a major problem. Do not add boxes to a container once the documentation has been totaled, and always make sure that the totals on the phytosanitary or sanitary certificate equal the exact amount on the invoice. If there is any discrepancy, the container will be held and clearance will be extremely difficult. This creates significant problem to the importers, as sometimes samples not listed or notified are included in the shipment, delaying the whole cargo for weeks until a Certificate of Free Sales arrives, or the decision to destroy undeclared products is taken.

It is important to note that a tariff-rate quota (TRQ) system still applies to various commodities, with a five to 20 year phase-out period under CAFTA-DR. Please visit the Foreign Commerce Administration Directorate (DACE) at the Ministry of Economy web site for detailed information on <u>TRQ</u> administration for Guatemala.

4. Once at port of entry, the product will be inspected by the Inter-Regional Organization for Plant and Animal Health (<u>OIRSA</u>). This is a regional inspection entity in Central America that has been delegated the responsibility of quarantine actions at custom borders by the Ministries of Agriculture of the region. Whether the imported product comes by air, land or sea, inspectors from OIRSA will be on site to assure that the paper work is in order. Then, inspectors perform a visual inspection of the imported products in order to authorize release from customs. In order to clear OIRSA, the original documents must be presented.

After the import certificate has been issued, this document is provided with all the above-mentioned documents to the customs official. The importer then pays duties to SAT.

Duty payment is done in the form of a deposit at either of the two banks that are approved, and the deposit slip becomes the proof of payment. After all this has been done, the shipment will be released. This final procedure is done at port of entry. There is still a possibility of a red or green light at the exit gate of the container. If a red light is received, there will be an additional review of both documentation and contents of the container. OIRSA might decide to take samples for quarantine pests, especially in the case of raw agricultural products and coarse grains. After the laboratory diagnosis is reported, fumigation might be required. It is recommended to request an "in transit fumigation certificate", to reduce the chances of OIRSA spraying shipments with methyl bromide. If a green light is received, the container is allowed to leave the yard.

#### Section X. Copyright and/or Trademark Laws:

Guatemalan law includes the Intellectual Property Bill, which specifies that the brand or trademark must be registered in Guatemala. Trademarks and brand names should be registered at the Industrial Property Registry ("Registro de la Propiedad Industrial") at the <u>Ministry of Economy</u>. The law protects known brands, so if they are already registered elsewhere, the parent company is given priority to register it in Guatemala. All product registrations can be contested in the Guatemalan court system; however, this process can be time consuming and costly. The Ministry of Agriculture provides for registration of agricultural inputs, such as seeds, agrochemicals, ingredients to be used for animal feed, and pet food.

On December 1, 2013, Guatemala implemented the free trade agreement (FTA) with the European Union, known as the Association Agreement. As part of this FTA, the EU has requested recognition for geographical indications (GI). Those GIs that get registered will be protected against commercialization of products with the same compound name or generic name, if such products have not been previously commercialized in Guatemala.

## **Appendix I. Government Regulatory Agency Contacts:**

Name: Bernardo Molina Title: Director Institution: Food Control Unit/Ministry of Health (MSPAS) Address: 3 Calle final, 2-10 Zona 15. Valles de Vista Hermosa. Guatemala Telefax: (502) 2369-8784 / 6 Email: <u>licmolina@gmail.com</u>

Name: Jorge Gomez Title: Plant Health Director Institution: Norms and Regulations Unit/Ministry of Agriculture (MAGA) Address: 7 Avenida 3-67 Zona 13, Guatemala City, Guatemala Telephone: (502) 2413-7389 Email: <u>magec2007@gmail.com</u> Website: <u>http://visar.maga.gob.gt/?page\_id=56</u>

Name: Nelson Ruano Title: Acting Food Safety Director Institution: Norms and Regulations Unit/Ministry of Agriculture (MAGA) Address: 7 Avenida 3-67 Zona 13, Guatemala City, Guatemala Telephone: (502) 2413-7389 Email: <u>mvnelsonru@yahoo.es</u> Website: <u>http://visar.maga.gob.gt/?page\_id=58</u>

Name: David Orellana Title: Animal Health Director Institution: Norms and Regulations Unit/Ministry of Agriculture (MAGA) Address: 7 Avenida 3-67 Zona 13, Guatemala City, Guatemala Telephone: (502) 2413-7389 Email: <u>dorellana1@yahoo.com</u> Website: <u>http://visar.maga.gob.gt/?page\_id=55</u>

Name: Dr. Nidia Sandoval Title: Director OIRSA-SEPA-SITC Institution: Inter-Regional Organism for Plant and Animal Health/Ministry of Agriculture (MAGA) Address: 21 Avenida 3-12, Zona 15, Guatemala Telephone: (502) 2369-5900 Fax: (502) 2334-0646 Email: <u>nsandoval@oirsa.org.gt</u> Website: <u>https://www.oirsa.org/</u>

Name: Alejandro Cutz Title: CAFTA-DR Administrator Institution: Foreign Commerce Administration Direction/Ministry of Economy Address: 6 Avenida 10-43 Zona 1, Guatemala Telephone: (502) 2412-0200 Email: <u>acutz@mineco.gob.gt</u> Website <u>https://www.mineco.gob.gt/dirección-de-administración-del-comercio-exterior-dace</u>

Name: Maria Elisa Chang Title: CAFTA-DR Customs Official Institution: Superintendence of Tax Administration (SAT)/Customs Authority Address: 7a Av. 3-73, Zona 9, Edificio Torre SAT, Guatemala City Telephone: (502) 2329-7070, Ext. 1324 Email: mechangf@sat.gob.gt Website: https://portal.sat.gob.gt/portal/procedimientos-aduanas/

#### **Appendix II. Other Import Specialist Contacts:**

If you have any questions regarding this report or need assistance exporting to Guatemala, please contact the U.S. Agricultural Affairs Office at the following address. Office of Agricultural Affairs, U.S. Embassy Avenida Reforma 7-01 Zona 10 Guatemala, Ciudad 01010 Tel: (502) 2332-4030 Fax: (502) 2331-8293 Email: AgGuatemala@fas.usda.gov

For further information on exporting U.S. agricultural products to Guatemala and other countries, please visit the Foreign Agriculture Service home page: <u>www.fas.usda.gov</u>.